

Message Text

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ACTION EA-12

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SUBJ: FOREIGN BUYERS PROGRAM

REF: 10 FAM 316.4-1

1. POST HAS BEEN INFORMED THAT A GROUP OF ELEVEN INDUSTRIALISTS FROM THE CHANGWON INDUSTRIAL COMPLEX WILL BE ATTENDING THE INTERNATIONAL MACHINE TOOL SHOW IN CHICAGO (SEPT. 6-15). THEY WOULD ALSO LIKE TO VISIT MACHINE TOOL FACTORIES IN THE CHICAGO AREA DURING THEIR STAY FROM SEPTEMBER 4 TO 13. THE PURPOSE OF THE TRIP IS TO EXPLORE POSSIBLE MACHINE TOOL PURCHASES AND INVESTIGATE LICENSING AGREEMENTS.

2. THE SHOW VISITORS AND THEIR AFFILIATIONS INCLUDE:
CHOI, JONG MYNG, PRESIDENT, CHANGWON IND. COMPLEX
KWON, YU CHU, MANAGER, PLANNING DEPT., CHANGWON IND. COMPLEX
CHOI, BUEM SOO, PRESIDENT, JEIL MACHINE IND. CO., LTD.
HAN, SOO KUN, MANAGING DIR., DONG YANG MACHINERY CO., LTD.
LEE, SUNG CHUL, DIRECTOR, DONG YANG MACHINERY CO., LTD.
KIM, YEE KYUNG, CHIEF, TOOL DIV., JEIL PRECISION CO.,LTD.
MIN, CHAN GI, CHIEF, MACH, DEVELOP. DIV., JEIL PRECISION
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CO., LTD.
KIM, HO GI, ASST. MANAGER, HYUNDAI INTERNATIONAL, INC.
LEE, SANG BUEM, FACTORY MANAGER, DONG YANG SPECIAL MACHINERY CO., LTD.
KIM, SAE JIN, CHIEF, TECHNOLOGICAL DIV., KIA MACHINE TOOL CO., LTD.
OK, CHI GYUN, MANAGER, TAE HWA CO., LTD.

3. FURTHER INFORMATION ON THE COMPANIES:

NAME	TOTAL PRODUCTS	INVESTMENT	EMPLOYEES
JEIL MACHINERY CO.	MACHINE TOOLS	US\$6,800,000	610
DONGYANG MACHINERY GEAR AND TRANS- CO., LTD.	MISSIONS	56,000,000	4,000

(WTDR 5/77)

JEIL PRECISION MACHINE TOOLS 10,000,000 400
MACHINERY CO.
(WTDR 12/77)

HYUNDAI PLANT MACHINERY 330,000,000 10,000
INTERNATIONAL
(WTDR 9/77)

DONGYANG SPECIAL PAPER MAKING 2,300,000 200
MACHINERY CO. MACHINERY

KIA MACHINE MACHINE TOOLS 85,000,000 1,500
TOOLS CO.

TAEWHA COMPANY CUTTING TOOLS 15,000,000 900
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4. THE FOLLOWING ITINERARY HAS BEEN PROPOSED BY THE GROUP:

DATE

SEPTEMBER 4 DEPART SEOUL AND ARRIVE CHICAGO

SEPTEMBER 6 ATTEND SHOW
THRU 8

SEPTEMBER 9 INDIVIDUAL CONSULATATION

SEPTEMBER 11 VISIT FACTORIES IN CHICAGO AREA
THRU 12 (2 - 3 FACTORIES)

SEPTEMBER 13 DEPART CHICAGO AND ARRIVE IN L.A.

5. MISSION MEMBERS WOULD LIKE TO VISIT TWO OR THREE MACHINE
TOOL MANUFACTURERS DURING THEIR STAY. AMONG THE POSSIBILITIES
SUGGESTED BY THE GROUP ARE THE FOLLOWING:

KEARNEY AND TRECKER CORP.

11000 THEODORE TRECKER WAY
MILWAUKEE, WIS. 53214

VERSION ALLSTEEL PRESS COMPANY
1355 EAST 93RD STREET
CHICAGO, ILLINOIS 60619

SHELDON MACHINE CO., INC.
4258 NORTH KNOX AVENUE
CHICAGO, ILLINOIS 60641

PELTZER AND EHLERS AMERICA CORP.
4106 NASHVILLE AVENUE
CHICAGO, ILLINOIS 60634
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6. GROUP LEADER WILL BE PRESIDENT CHOI JONG MYONG (A RETIRED ROK ARMY GENERAL) WHO ATTENDED THE '74 AND 'UY SHOWS. HE IS SAID TO BE ABLE TO SPEAK ENGLISH WELL. MR. KWON YU CHUIS ALSO SAID TO BE REASONABLY FLUENT.
7. AFTER THE STAY IN CHICAGO, THE NINE REPRESENTATIVES FROM VARIOUS FIRMS WILL BE ON THEIR OWN. THE TWO REPRESENTATIVES OF THE COMPLEX PLAN TO VISIT MACHINE TOOL FACTORIES IN THE DETROIT AREA AND THEN PROCEED TO WASHINGTON FOR CONSULTATIONS AT NMTBA, THE KOREAN EMBASSY, AND THE WORLD BANK. IN DETROIT, THEY WOULD LIKE TO VISIT ONE OR BOTH OF THE FOLLOWING:

MODERN INDUSTRIAL ENGINEERING CO.
14230 BIRWOOD AVENUE
DETROIT, MICHIGAN 48238

SNYDER CORPORATION
3400 EAST LAFAYETTE
DETROIT, MICHIGAN 48207
THE GENTLEMEN WILL ARRANGE THEIR OWN SCHEDULES IN WASHINGTON.

8. THE TWO MEN PLAN TO DEPART CHICAGO AND ARRIVE IN DETROIT ON SEPTEMBER 13 AND DEPART DETROIT FOR WASHINGTON ON SEPTEMBER 15.

9. KOREAN GOVERNMENT POLICY OF ENCOURAGING IMPORTANCE OF AMERICAN TECHNOLOGY AND CURRENT EMPHASIS ON DEVELOPING THE MACHINE TOOL INDUSTRY MAKE THIS MISSION AN IMPORTANT ONE. POST REQUESTS THAT USDOC ASSIST THE VISITORS IN ARRANGING PLANT VISITS IN CHICAGO AND DETROIT. POST WILL ATTEMPT TO GET AS MUCH INFORMATION AS POSSIBLE ON THE BUSINESS OBJECTIVES OF THE GROUP AND WILL PASS ON ADDITIONAL INFORMATION AS SOON AS IT BECOMES AVAILABLE.
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TAGS: BEXP, KS
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